PORTLAND MAY GET SIX BIG FACTORIES

Promotion Agent Reports Favorably Concerning Prospective Enterprises.

OREGON MAKES UNIT

Distance From Older Centers and Big Consuming Public, as Well as World's Markets, Are Important Factors.

That six factories from the East and Middle West are contemplating seriously establishing branches in Portland was announced yesterday by R. W. Raymond, manager of the Industrial Bureau of the Promotion Committee of the Commercial Club, upon his return from a 23 days' trip throughout the Middle West and to the Atlantic Coast. One of these factories is the $2,000,000 concern mentioned by Dr. J. R. Wetherbee in his speech before the Manufacturers' Association of the Pacific Northwest at its recent banquet.

It was also said that the owners of the entire six factories, in their consideration of the Pacific Coast, before the arrival of Mr. Raymond, had passed by Portland as a suitable location for factories. Statistics to prove that Portland possessed superior facilities, from a distributing point of view to any other city on the Coast, had much to do with securing a promised visit of the managing directors of the plants. Some of these men will be in Portland within a few days and all within 90 days.

First Reports Adverse.

"One factory owner," said Mr. Raymond, "had reports from his agent which were adverse to the interests of the city, and when the proper showing was made he started anew his investigations, with the result that today he is one of our most enthusiastic applicants. Of the six which we feel sure are coming to Portland, four are the largest of their kind in the United States. Do not misunderstand me. It is expected that these companies will establish branches here, although one or two of them will be established in their entirety in this city.

"During my absence in behalf of the Promotion Committee, I visited 28 states and 30 cities. I called at Chicago, Minneapolis, Cincinnati, Cleveland, Detroit, New York, Philadelphia, and many other leading cities of the East. I found the manufacturers depressed over the state of business to a considerable extent. This was due to many causes.

"There is certainly a very hopeful feeling in the East regarding Portland and Oregon. Wherever you go there is abundance of evidence of the trend of the movement to the West. The Pacific Coast today is the center of attraction. Upon the depot desks, in the waiting rooms and in the hotels, in reading rooms, in libraries and in the newspapers there is literature galore with regard to Oregon, and the people are reading it. I doubt if there is a country on earth which is being exploited more completely than the state of Oregon.

Three Classes Coming.

"Of the people who are moving West there are three classes—the homeseeker, the tourist and the investor. The truth of the matter is that we are getting the homeseeker and the investor. Portland is recognized as the solid, substantial, conservative city of the Coast. You would be surprised to find the intelligence that is manifested in business circles with regard to the Panama Canal, for instance. I really believe that the Middle West is paying more attention to it than are the people of Oregon.

"The manufacturer in the East recognizes that Oregon and the Pacific Coast form a separate unit as manufacturing territory. By a separate unit I mean that to occupy the territory it is necessary to build factories and make the goods. For that reason the Pacific Coast holds an independent position. We are not like many states in the Middle West, where neighboring factory states are close at hand, so that the market is supplied and it is impossible for new factories to be created without entering into a fierce battle of competition. Practically every factory making goods of heavy weight and many of those making specialized goods will in time need a factory on the Coast.

Advantage Is Twofold.

"So you see we have a twofold position. One is the long mileage from the manufacturing centers and the other the raw product and people enough to consume all the factory can create, as well as the world's market at our feet. This salient point is understood by every large producer in the country and it is only a question of where he will locate on the Coast, and when.

"There is throughout the East in the larger cities a tendency toward consolidation of all of their industrial development interests. Chambers of Commerce, commercial clubs, manufacturing associations and all else having connection with the development of the country and city are brought within one control, so that no effort is lost. In Detroit, for instance, they have created a school of instruction for the tariff rate clerks of the big factories. This school is held in the Bureau of Transportation of the Chamber of Commerce. The clerks, of whom there are 150 in the city, who specialize in shipments and look after the bills or freight charges, gather once a week and hear lectures upon the best methods to route and ship goods. It is proving to be a great success and a valuable equipment to the city's industrial progress.

East Is Unsettled.

"The depression in manufacturing circles which I observed is due in one sense to the unsettled condition of railroad legislation, the approach of the coming Presidential campaign and the probable action of Congress upon the tariff. I look forward to a better feeling and I am certain that in 1911 and 1912 a large number of well-known manufacturers will come to Portland.

"One of my duties in the East was to look up the conventions to be held and secure as many as possible for Portland. These I divided into two classes, those that I thought were available and those which were practically gone but which were to be held at some other point on the Pacific Coast. In the cases of those to be held at other Pacific Coast points than Portland, I made an effort to have the delegates routed by way of this city and in this I was successful with the Chicago Principals' Club, the Chicago Association of Chambers of Commerce, the National Educational Association and the International Sunday School Association. Of the conventions which I believe we are sure of getting in the coming year, we will have the American Association for the Advancement of Science, the National Christian Convention, the National Rotary Club and one or two more.

"I was delighted with the manifest appreciation of Portland's worth throughout the East. All believed it to be a city of wonderful promise."

COIN SENT ABROAD GROWS

Foreign Money Orders Double Those of 1909—Domestic Gain Small.

Money sent to foreign countries through the Portland postoffice was almost twice as much in 1910 as it was in 1909, amounting to $1,638,258.97. At the same time the domestic money-order business increased only 21.5 per cent. Money sent out of the United States through the local postoffice last year was two-thirds as much as the amount sent to points in the United States.

Domestic money orders in 1910 amounted to $2,596,058.59, the amount for 1909 being $2,135,625.27. Money sent out of the country in 1909 through the local office was $629,898.62, the amount for 1910 being an increase of 97.4 per cent over this figure.

The total amount of money handled by the main office in Portland last year was $13,493,911.16. This amount was distributed as follows: 121,463 domestic orders issued, $1,537,624.62; fees on same, $10,030.92; 27,134 international orders issued, $1,[illegible]0,413.81; fees on same, $8,595.82; money order funds received from offices of Oregon and Washington, $7,450,211.47; domestic orders paid, $3,419,966.52; international orders paid, $57,068.90.

The receipts from stamp sales for January were $82,607.42. For January, 1910, the sales were $71,295.57. The increase is $11,311.85, or 15.86 per cent.

PRESIDENT OF NORTHWESTERN UNIVERSITY WILL VISIT PORTLAND NEXT SATURDAY.

A. W. Harris.

A. W. Harris, president of Northwestern University, who is now on his annual visit to Northwestern alumni West of Chicago, will be in Portland Saturday, and the alumni of this city have planned a reception and banquet for him. The banquet will be held at the Portonia Hotel Saturday night and a Portland alumni will be organized. Dr. Harris visits alumni of the university each year, making a trip eastward one year and westward the following year.

Dr. Harris has been president of Northwestern University since 1906. Prior to his selection as head of the big educational institution, he was director of Tome Institute in Maryland, and before that was president of the University of Maine. Since his inauguration as president of Northwestern University he has devoted his energy to building up that institution and the enrollment is now 4500 and assets $9,000,000. A number of new buildings have been constructed during his administration, the most important being the $300,000 gymnasium, the largest in the world.

The local alumni are enthusiastic over the prospect of an organization and it is predicted that a large number will be present at the dinner to welcome President Harris.

MERCHANTS' TRUST ELECTS

W. H. Fear Succeeds J. F. Watson as President of Bank.

At a meeting of the new stockholders of the Merchants Savings & Trust Company yesterday a new board of directors was chosen and W. H. Fear, former secretary of the company, was elected president. Willard Case, capitalist and lumber manufacturer, was selected as vice-president. These officers succeed J. Frank Watson and R. L. Durham, respectively.

The plan of enlarging the board of directors to nine members was deferred until the annual meeting to be held early in April.

"Under the new organization," said President Fear, "the company will have every facility for the care of its business, and it is the purpose of the management to pursue a vigorous but conservative policy in the expansion of every department of its service.

"With its most central location, its complete equipment, its wide scope of service, its conservative management and its absolute independence as a company, a rapid growth may be looked to with every confidence of realization."

MR. BECKWITH RE-ELECTED

Commercial Club Recognizes Services of Its President.

For the second time Harvey Beckwith, Portland manager of the Wells-Fargo Express Company, was chosen president of the Portland Commercial Club at the annual election of officers held by the board of governors on Tuesday at noon.

It is a recognition of the valuable service given by Mr. Beckwith during the past year. Edgar B. Piper, managing editor of The Oregonian, was re-elected vice-president. George Lawrence, Jr., was made treasurer to fill the position held in 1910 by J. C. Ainsworth. W. J. Hofmann, who for a year has acted as secretary, declined a re-election, but was persuaded by the unanimous voice of the board of governors to continue for another term.

Vacancies in the various committees will be filled, or their rearrangement will be made at a future meeting.

Only One "BROMO QUININE."
That is LAXATIVE BROMO QUININE. Look for the signature of E. W. GROVE. Used the World over to Cure a Cold in One Day. 25c.

Girls' Story Contest Closes Feb. 10—$100 in Prizes—1st Prize $30—Particulars at Main Office
Take Lunch Today in Our Seventh Floor Tea Room—Excellent Menu—Express Elevator Service

STUDENTS AND TEACHERS OF DOMESTIC SCIENCE
Visit the Pure Food Fair
FOURTH FLOOR, MAIN BUILDING.
HUNDREDS of good suggestions may be obtained by visiting the Pure Food Fair, sampling the good things prepared to eat, and asking questions as to the preparation of the various articles. One booth is given over to demonstrating how the best cakes and biscuits may be made. Scores of new spices, soups, etc., are being shown, which make it splendidly worth your while to attend.

Extension of Our Free Long Distance Telephone Service to All Parts of Oregon and Washington

THE PACIFIC TELEPHONE AND TELEGRAPH CO. — LOCAL LONG DISTANCE TELEPHONE — BELL SYSTEM

WE now extend to all parts of the entire states of Oregon and Washington, the splendid FREE LONG DISTANCE TELEPHONE ORDER SERVICE which patrons in surrounding towns and cities have been enjoying for some time.

And think what benefits it offers! Right to your very doorstep we bring all the wonderful shopping advantages, the unsurpassed selections, the money-saving possibilities which have made this Great 54-years-old store famous through the Northwest.

Remember, this FREE LONG DISTANCE TELEPHONE SERVICE is for orders only. Just call the Meier & Frank Store's Mail Order Department on either the Pacific (Bell) or Independent lines, telling operator to reverse charge—we pay for it.

Partial List Towns in Oregon Where Free Phone Order Service Extends

Gaston, Gervais, Goldhill, Glendale, Grants Pass, Gresham, Halsey, Harrisburg, Hermiston, Hillsboro, Hood River, Houlton, Hubbard, Independence, Irrigon, Jacksonville, Jefferson, Junction City, Latourell Falls, Lebanon, McMinnville, Mayger, Medford, Mill City, Monmouth, Mt. Angel, Newberg, Oakland, Oregon City, Philomath, Rainier, Reedville, Riddle, Roseburg, St. Helens, Scappoose, Sheridan, Sherwood, Silverton, Stanfield, The Dalles, Troutdale, Turner, Warrenton, Westport, Woodburn, Wilamina, Albany, Amity, Arlington, Astoria, Ashland, Aurora, Beaverton, Bridal Veil, Brownsville, Cascade Locks, Clatskanie, Cornelius, Corvallis, Cottage Grove, Dallas, Dayton, Drain, Elk City, Eugene, Falls City, Forest Grove, Yoncalla, Yamhill.

Order from Our Catalogue or from Our Daily Ads

Orders will be filled from any of the sales advertised in daily papers or from our complete Mail Order Catalogue. If a regular customer, purchase will be charged to your account—or sent C. O. D., as you desire. Telephone numbers:

Pacific: Exchange 4.
Independent: A 6101.

Partial List of Towns in Washington Where Phone Order Service Extends

Aberdeen, Battle Ground, Bay Center, Bellingham, Bickleton, Brush Prairie, Bucoda, Butler, Carrolton, Castle Rock, Cathlamet, Centralia, Chehalis, Cle Elum, Cosmopolis, Davenport, Dayton, Dryad, Ellensburg, Elma, Frances, Goldendale, Hoquiam, Ilwaco, Kalama, Kelso, La Center, Little Falls, McCormick, Montesano, Napavine, Oak Point, Olequa, Olympia, Ostrander, PeEll, Puyallup, Ridgefield, Satsop, Seattle, Skamokawa, South Bend, Stella, Stevenson, Tacoma, Tenino, Toledo, Troutlake, Vancouver, Veness, Walville, Washougal, White Salmon, Willapa, Winlock, Woodland, Yacolt.

The Big Pre-Inventory Sales Close Tonight
Women's $45-$65 Velvet Suits & Dresses, $24.85

"INVENTORY demands it"—that's our only excuse for offering these finest lines of elegant Silk Velvet and Corduroy Suits and Dresses at half and less than half! Colors are black, navy, brown, wine, mode and smoke.

All are rich, luxurious Gowns in styles varying but little from the newest Spring models

Suits have the new short coat in semi-fitted style with velvet collar; skirts are strictly plain tailored. The Dresses are beautifully cut in Princess effect with net or messaline yokes and fancy braids or fur trimming. Our finest $45 to $65 Silk Velvet and Corduroy Suits and Dresses. Pre-Inventory Sale price today,

$24.85

Women's to 25c Handkerchiefs 8c
FIRST FLOOR, MAIN BUILDING.
EXTRA special Pre-Inventory price today on Women's best 17c to 25c Handkerchiefs, some with embroidered corners and others with neat lace edges! Slightly mussed from display. Pre-Inventory Sale price, each only **8c**

30c Ribbons at 19c
Silk Taffeta Ribbon, 5½ to 6 inches wide. All colors, 25c-30c grades. Sale price **19c**

35c Neckwear 21c
Women's Venise Lace Stock Collars, in pretty, dainty patterns. 35c to 50c grades, Pre-Inventory Sale price, each **21c**

$1 Underwear 67c
Women's fine-ribbed Vests, Pants and Union Suits. White only. $1 to $1.25 grades, Pre-Inventory price, garment **67c**

Great Cleanup of Luggage
FOURTH FLOOR, NEW BUILDING.
PRE-INVENTORY prices on fine duck-covered, waterproof-painted Trunks for the near Spring trip.
Fitted with cloth-lined top and skirt tray; finished with 2 center bands and leather straps. Read these prices:
$11.50 32-inch size at $ 9.70
$12.00 34-inch size at $10.15
$14.00 40-inch size at $11.85

Steamer Trunks
Made of 3-ply veneered wood, duck-covered, waterproof painted, fiber bound, with brass-plated trimmings.
$19.00 34-inch size at $15.45
$19.75 36-inch size at $15.90
$20.50 38-inch size at $16.35
ORDER BY MAIL.

Real Cowhide Suit Cases Reduced
Twenty-four inch size, genuine Cowhide Suitcases, 7 inches deep, with belt and top strap and shirt fold.
$7.50 24-inch size at $6.30 | $7.50 26-inch size at $6.35
$8.50 24-inch size at $7.15 | $9.00 26-inch size at $7.60
$6.00 26-inch size at $5.05 | $9.50 26-inch size at $8.05

Silk Auto Veils Half Price
FIRST FLOOR, MAIN BUILDING. ORDER BY MAIL.
THE last day of the Pre-Inventory Sales presents nothing daintier than our stock of beautiful changeable silk Auto Veils at Half Price! Black and all wanted shades — all finished with a fine, fancy striped border. Marked down to **½ Price**
35c to 85c Mesh Veilings in octagon, tuxedo, double thread and dotted patterns. Large assortment. Your choice today, the yard, **23c**

Women's 35c Hosiery 22c
FIRST FLOOR, MAIN BUILDING. ORDER BY MAIL.
A FORTY per cent Pre-Inventory reduction on Women's fine quality fleece-lined Cotton Hosiery in comfortable medium weight. Made with double soles and high-spliced heels. Black only. Best 35c grades, Pre-Inventory price, the pair **22c**
Children's 25c Victor Guaranteed Hose with double soles, linen heels and toes. Special Pre-Inventory Sale price today only, pair **19c**

"Phantom of the Opera" a New Novel at $1.25
FIRST FLOOR, MAIN BUILDING. ORDER BY MAIL.
WHOEVER delights in a new sensation will enjoy this latest novel by Leroux, author of "The Mystery of the Yellow Room." Although new, its great popularity is unquestioned. On sale today in our big Book Department **$1.25**
Elisabeth Koett, translated from the German by Bartsch. Special, the copy, only $1.20

On the Bargain Square Great Sale of Books
CHILDREN'S BOOKS that formerly sold 25c to 50c at 12c! Cloth-bound books by such authors as Henty, Alger and Alcott, also Picture Books and Linen Books. Special Pre-Inventory Sale price, in the Bargain Basement today, copy **12c**
Boys' and Girls' 75c Books, including the Frank Merriwell series, Rockspur series and books by Meade, Alger, etc. Pre-Inventory price **33c**
To $1.50 Copyright Books, Pre-Inventory price 33c

$1.25 and $1.50 Fancy Linen Center P'ces 53c
BEAUTIFUL new 36-inch Round Centerpieces included in the last day of the Pre-Inventory sale at less than half price!
Made of brown linen, stamped and daintily tinted, to be embroidered. Best regular $1.25 and $1.50 grades, on sale today for only, each **53c**
FREE LESSONS IN POPULAR KNITTING
Join our free classes and learn how to make the immensely popular knitted toques, shawls, etc. Our only requirement is that you select your materials from our complete stocks. Classes 2:30 to 5 P. M.

100 Boxes of Fine Navel Oranges--30c Kind, 23c
AN EXTRA special tomorrow on 100 specially-bought boxes of fine California Navel Oranges! Large, sweet and juicy. Thin rind. Best 30c quality, the dozen, only **23c**
25c Thin-Skinned Lemons, 3 Doz. 50c; Doz. 17c

Butter, Royal Banquet or Butternut Brands. Cut from fresh Creamery Butter. Every Roll guaranteed 2 pounds; per roll **63c**
Fancy Red Ripe Tomatoes, regularly $1.40 the dozen cans; special dozen cans **$1.25**
Fancy Smoked Goosebreasts, per pound **85c**
Fancy Smoked Goose Shanks, per pound **45c**
Fancy Smoked Eels, special per pound **45c**
Ham, genuine Eastern Sugar Cured, sweet and tender. Per pound **16c**
Italian Oregon Prunes (First Prize); sell regularly 25-pound box $3; special this sale **$2.65**
Fancy Evaporated Apples, per pound, only **11c**
Fancy Evaporated Peaches, per pound **10c**
Fancy Evaporated Pears, per pound **15c**
Fancy Evaporated Apricots, per pound **18c**